JOURNAL of BUSINESS VENTURING

International Entrepreneurship, New Business Development, Technology, and Innovation

VOLUME 14 (1999) CONTENTS

Number 1 (January)

Rajiv P. Dant and Patrick J. Kaufman • SPECIAL SECTION **Preface to the Special Issue on Franchising** 1

Patrick J. Kaufmann and Rajiv P. Dant • **Franchising and the Domain of Entrepreneurship Research** 5

Francine Lafontaine • **Franchising versus Corporate Ownership: The Effect on Price Dispersion** 17

Rajiv P. Dant and Gregory T. Gundlach • **The Challenge of Autonomy and Dependence in Franchised Channels of Distribution** 35

Patrick J. Kaufmann and Sevgin Eroglu • **Standardization and Adaptation in Business Format Franchising** 69

Lawrence Wu • **The Pricing of a Brand Name Product: Franchising in the Motel Services Industry** 87

Darrell L. Williams • **Why Do Entrepreneurs Become Franchisees? An Empirical Analysis of Organizational Choice** 103

Cecilia M. Falbe, Thomas C. Dandridge, and Ajith Kumar • **The Effect of Organizational Context on Entrepreneurial Strategies in Franchising** 125

Number 2 (March)

David L. Deeds and Charles W. L. Hill • **An Examination of Opportunistic Action within Research Alliances: Evidence from the Biotechnology Industry 141**

Kenneth Charles Robinson • **An Examination of the Influence of Industry Structure on Eight Alternative Measures of New Venture Performance for High Potential Independent New Ventures 165**

Wayne H. Stewart, Jr., Warren E. Watson, Joann C. Carland, and James W. Carland • **A Proclivity for Entrepreneurship: A Comparison of Entrepreneurs, Small Business Owners, and Corporate Managers 189**

William B. Gartner, Jennifer A. Starr, and Subodh Bhat • RESEARCH NOTE **Predicting New Venture Survival: An Analysis of "Anatomy of a Start-Up." Cases from *Inc.* Magazine 215**

Number 3 (May)

Candida G. Brush and Radha Chaganti • **Businesses Without Glamour? An Analysis of Resources on Performance by Size and Age in Small Service and Retail Firms 233**

Stephen B. Preece, Grant Miles, and Mark C. Baetz • **Explaining the International Intensity and Global Diversity of Early-Stage Technology-Based Firms 259**

Sanjay Prasad Thakur • **Size of Investment, Opportunity Choice and Human Resources in New Venture Growth: Some Typologies 283**

Diccon R. E. Bancroft, G. Gopinath, Ágnes M. Kovács, and Lídia K. Rejtö • RESEARCH NOTE **A New Methodology for Aggregating Tables: Summarizing Journal Quality Data 311**

Number 4 (July)

Rajiv P. Dant and Patrick J. Kaufmann • SPECIAL ISSUE **Introduction to the Special Issue on Franchising 321**

John Stanworth and James Curran • **Colas, Burgers, Shakes, and Shirkers: Towards a Sociological Model of Franchising in the Market Economy 323**

Patrick J. Kaufmann • **Franchising and the Choice of Self-Employment 345**

Thani Jambulingam and John R. Nevin • **Influence of Franchisee Selection Criteria on Outcomes Desired by the Franchisor 363**

Roger D. Blair and Jill Boylston Herndon • **The Misapplication of *Kodak* in Franchise Tying Suits 397**

Number 5/6 (September/November)

Paul Wachtel • SPECIAL ISSUE
Summary, Introduction, and Conference Program: Entrepreneurship in the Transition Economies of Central and Eastern Europe 417

John E. Jackson, Jacek Klich, and Krystyna Poznanska • **Firm Creation and Economic Transitions 427**

Vladimir Kontorovich • **Has New Business Creation in Russia Come to a Halt? 451**

Marie Bohatá and Jan Mládek • **The Development of the Czech SME Sector 461**

Igor Filatotchev Mike Wright, Trevor Buck, and Vladimir Zhukov • **Corporate Entrepreneurs and Privatized Firms in Russia, Ukraine, and Belarus 475**

Lisa D. Cook • **Trade Credit and Bank Finance: Financing Small Firms in Russia 493**

Francesca Pissarides • **Is Lack of Funds the Main Obstacle to Growth? EBRD's Experience with Small- and Medium-Sized Businesses in Central and Eastern Europe 519**

Index 541